

Tri-State USTDA & U.S. EX-IM BANK CONFERENCE - September 15, 2008
World Bank, Washington, D.C.
VIRGINIA - MARYLAND - DISTRICT OF COLUMBIA

Procurement Opportunities in World Bank-Funded Projects



Knut Leipold
The World Bank
Procurement Policy & Services Group

Agenda

- ❑ **Lending @ The World Bank: Facts & Figures**
- ❑ **Procurement @ The World Bank: General Information**
- ❑ **Business Opportunities in Bank-Funded Projects**

Agenda

- ❑ **Lending @ The World Bank: Facts & Figures**



- ❑ **Business Opportunities in Bank-Funded Projects**

WWW.WORLDBANK.ORG/ANNUALREPORT

 The World Bank

Home • Site Map • Index • FAQs • Contact Us

AboutCountriesData & ResearchLearningNewsProjects & OperationsPublicationsTopics



Annual Report 2007

Search Annual Report 2007 GO

Home > About Us > Annual Report > Annual Report 2007

Email Print

Language Editions

Fiscal Year Overview

Financial Statements

Message from the Chairman

The Board of Executive Directors

Addressing Worldwide Poverty

Summary of Fiscal Year Activities

Lending Data

New Operations Approved

Africa

East Asia and Pacific

South Asia

Europe and Central Asia

Latin America and the Caribbean

Middle East and North Africa

Income by Region

About

Organizational Information

Download Report

Copyright

Acknowledgments

The World Bank Annual Report 2007

القرير السنوي لـ البنك الدولي 2007

世界銀行 2007 年度報告

THE WORLD BANK ANNUAL REPORT 2007

BANQUE MONDIALE RAPPORT ANNUEL 2007

विश्व बैंक वार्षिक रिपोर्ट 2007

世界銀行年次報告 2007

RELATÓRIO ANUAL DO BANCO MUNDIAL 2007

ВСЕМИРНЫЙ БАНК ГОДОВОЙ ОТЧЕТ 2007

BANCO MUNDIAL INFORME ANUAL 2007





Letter Of Transmittal

This *Annual Report*, which covers the period from July 1, 2006, to June 30, 2007, has been prepared by the Executive Directors of both the International Bank for Reconstruction and Development (IBRD) and the International Development Association (IDA)—collectively known as the World Bank—in accordance with the respective bylaws of the two institutions. Robert B. Zoellick, President of IBRD and IDA, and Chairman of the Board of Executive Directors, has submitted this report, together with the accompanying administrative budgets and audited financial statements, to the Board of Governors.

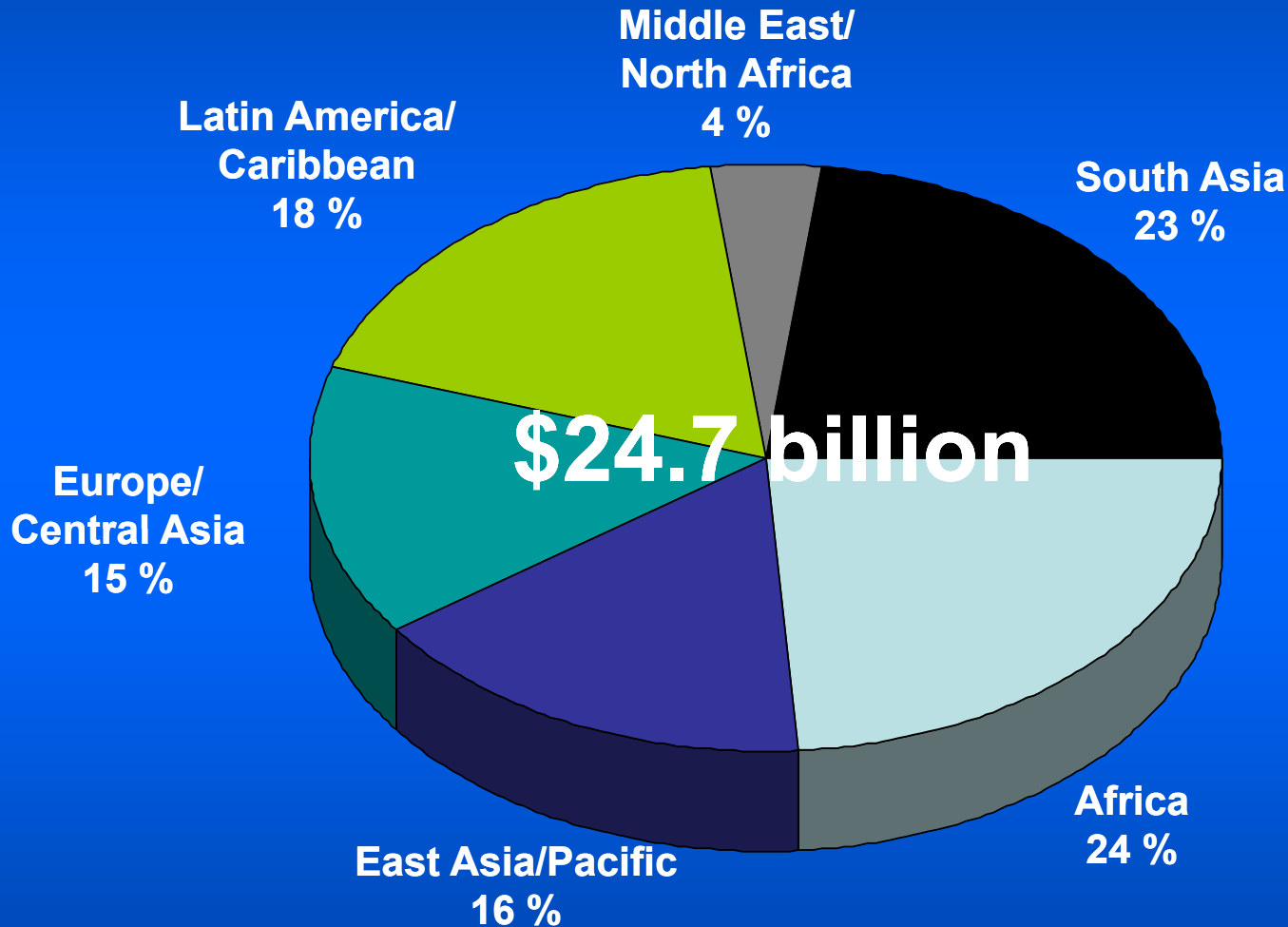
Annual reports for the International Finance Corporation (IFC), the Multilateral Investment Guarantee Agency (MIGA), and the International Centre for Settlement of Investment Disputes (ICSID) are published separately.

September 15, 2008

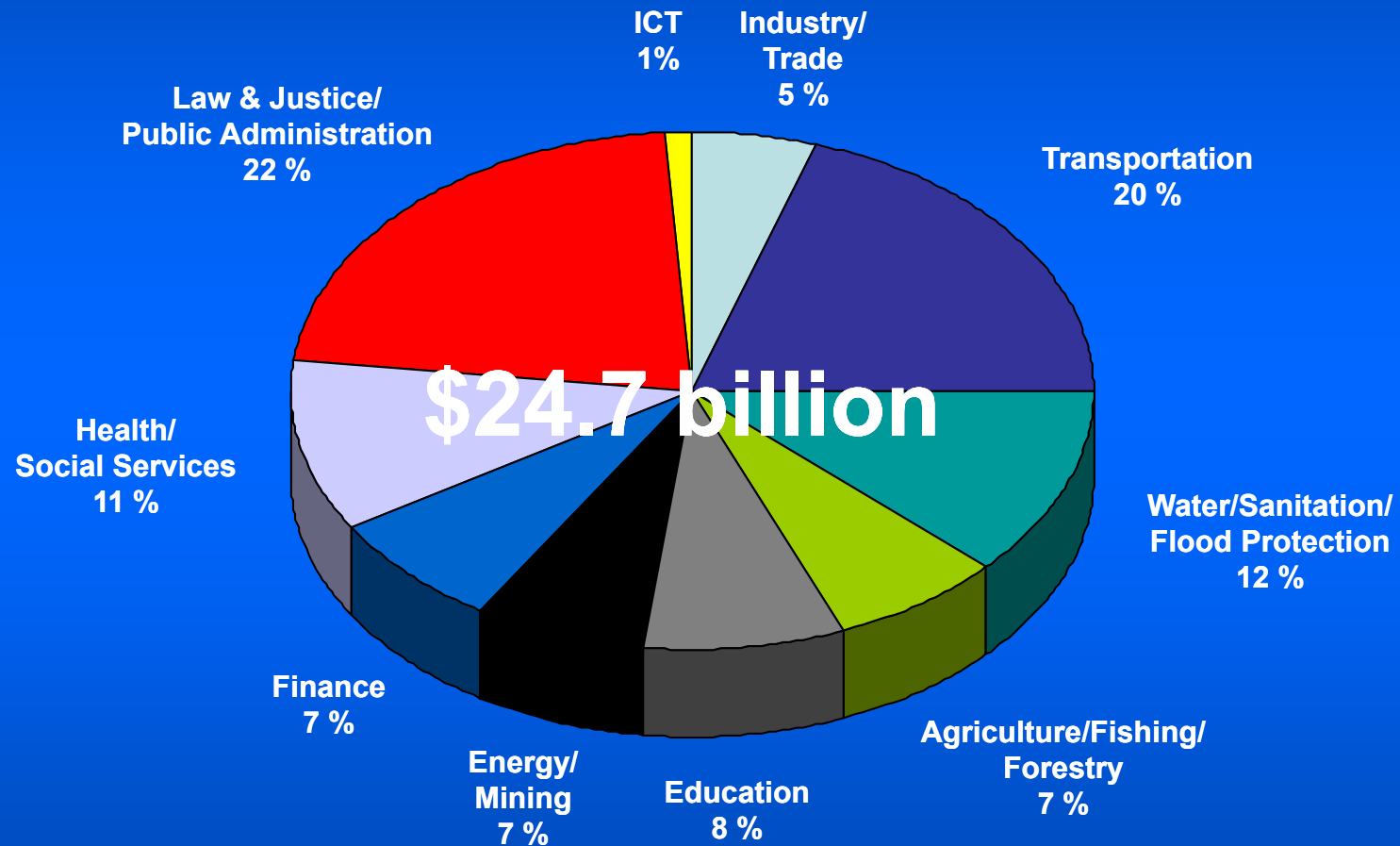
Procurement Opportunities

4

IBRD/IDA Lending By Region FY 2007



IBRD/IDA Lending By Sector FY 2007



Agenda

- ❑ Lending @ The World Bank: Facts & Figures
- ❑ **Procurement @ The World Bank: General Information**
- ❑ Business Opportunities in Bank-Funded Projects

Procurement @ The World Bank

Corporate Procurement

- ☐ Bank's internal requirements
- ☐ \$ 700 million per year
- ☐ Goods & services (incl. consulting)
- ☐ GSDPR
- ☐ www.worldbank.org/corporateprocurement
 - ☐ bidding opportunities
 - ☐ Vendor Kiosk
 - ☐ FAQ's & other information

Project Operations Procurement

- ☐ Borrower's requirements
- ☐ \$ 25 billion in 2007
- ☐ Consulting Services, Goods, Civil Works
- ☐ Borrower
- ☐ www.worldbank.org/procurement
 - ☐ procurement policies/guidelines
 - ☐ standard bidding documents
 - ☐ Other relevant information
- ☐ Bank-executed consulting services
 - ☐ www.worldbank.org/econsultant
 - ☐ TTL, GSDPR/HR

Procurement @ The World Bank

Corporate Procurement

- ☐ Bank's internal requirements
- ☐ \$ 700 million per year
- ☐ Goods & services (incl. consulting)
- ☐ GSDPR
- ☐ www.worldbank.org/corporateprocurement
 - ☐ bidding opportunities
 - ☐ Vendor Kiosk
 - ☐ FAQ's & other information

Project Operations Procurement

- ☐ Borrower's requirements
- ☐ \$ 25 billion in 2007
- ☐ Consulting Services, Goods, Civil Works
- ☐ Borrower
- ☐ www.worldbank.org/procurement
 - ☐ procurement policies/guidelines
 - ☐ standard bidding documents
 - ☐ Other relevant information

- ☐ Bank-executed consulting services
 - ☐ www.worldbank.org/econsultant
 - ☐ TTL, GSDPR/HR

Procurement @ The World Bank

Corporate Procurement

- ☐ Bank's internal requirements
- ☐ \$ 700 million per year
- ☐ Goods & services (incl. consulting)
- ☐ GSDPR
- ☐ www.worldbank.org/corporateprocurement
 - ☐ bidding opportunities
 - ☐ Vendor Kiosk
 - ☐ FAQ's & other information

Project Operations Procurement

- ☐ Borrower's requirements
- ☐ \$ 25 billion in 2007
- ☐ Consulting Services, Goods, Civil Works
- ☐ Borrower
- ☐ www.worldbank.org/procurement
 - ☐ procurement policies/guidelines
 - ☐ standard bidding documents
 - ☐ Other relevant information
- ☐ Bank-executed consulting services
 - ☐ www.worldbank.org/econsultant
 - ☐ TTL, GSDPR/HR

- [Procurement Policies and Procedures](#)
- [Information for World Bank Borrowers](#)
- [Bidding / Consulting Opportunities](#)
- [Public Procurement Information and Links](#)
- [Index of Standard Bidding and Proposal Documents](#)
- [Strengthening Procurement Capacity in Developing Countries](#)

Shortcuts

- ▶ [Procurement Guidelines](#)
- ▶ [Consultant Guidelines](#)
- ▶ [Guide to Business Opportunities](#)
- ▶ [Eligibility for Procurement in Bank Operations](#)
- ▶ [How to Publish Procurement Notices and Contract Awards](#)
- ▶ [List of Debarred Firms](#)
- ▶ [Where to Report Fraud and Corruption](#)
- ▶ [Procurement Plans](#)
- ▶ [Summary and Detailed Borrower Procurement Reports](#)
- ▶ [Country Procurement Assessment Reports](#)

Procurement

Available in: [Français](#), [Español](#)

The World Bank works to ensure that procurement in projects financed by the International Bank for Reconstruction and Development (IBRD) and or the International Development Association (IDA) is conducted in accordance with its Articles of Agreement. The articles require the Bank to make arrangements to ensure that loan proceeds are used only for the purposes for which the loan was granted. The articles require proper attention to be paid to economy and efficiency. Political and other non-economic influences or considerations must not influence procurement in Bank projects.

The Bank gives equal importance to supporting the management and reform of public procurement systems in borrower countries. Increasing the efficiency, fairness, and transparency of the expenditure of public resources is critical to sustainable development and the reduction of poverty.

This website contains four main topics:

- [Information for Borrowers](#)- a repository of information, documents, and guidance for government agencies responsible for implementing World Bank-financed projects.
- [Bidding/Consulting Opportunities](#)- a portal for the business community seeking to participate in business opportunities that are generated from World Bank-financed projects.
- [Public Procurement](#)- knowledge and information on public procurement systems, including [Country Procurement Assessment Reports](#).
- [Policies and Procedures](#)- a listing of World Bank procurement policies and procedures. The sections also provide short cuts that take you directly to the most frequently requested procurement documents and pages.

Announcements

- [e-Forum for Use of Procurement Country Systems](#)

Highlights

[Database of Contract Awards](#)

[Monthly Operational Summary - March 2008](#)

[Consulting Opportunities](#)

World Bank Procurement Guidelines

GUIDELINES

**PROCUREMENT
Under
IBRD LOANS
AND
IDA CREDITS**

MAY 2004

GUIDELINES

**SELECTION
AND
EMPLOYMENT
OF
CONSULTANTS
BY
WORLD BANK
BORROWERS**

MAY 2004

Agenda

- ❑ Lending @ The World Bank: Facts & Figures

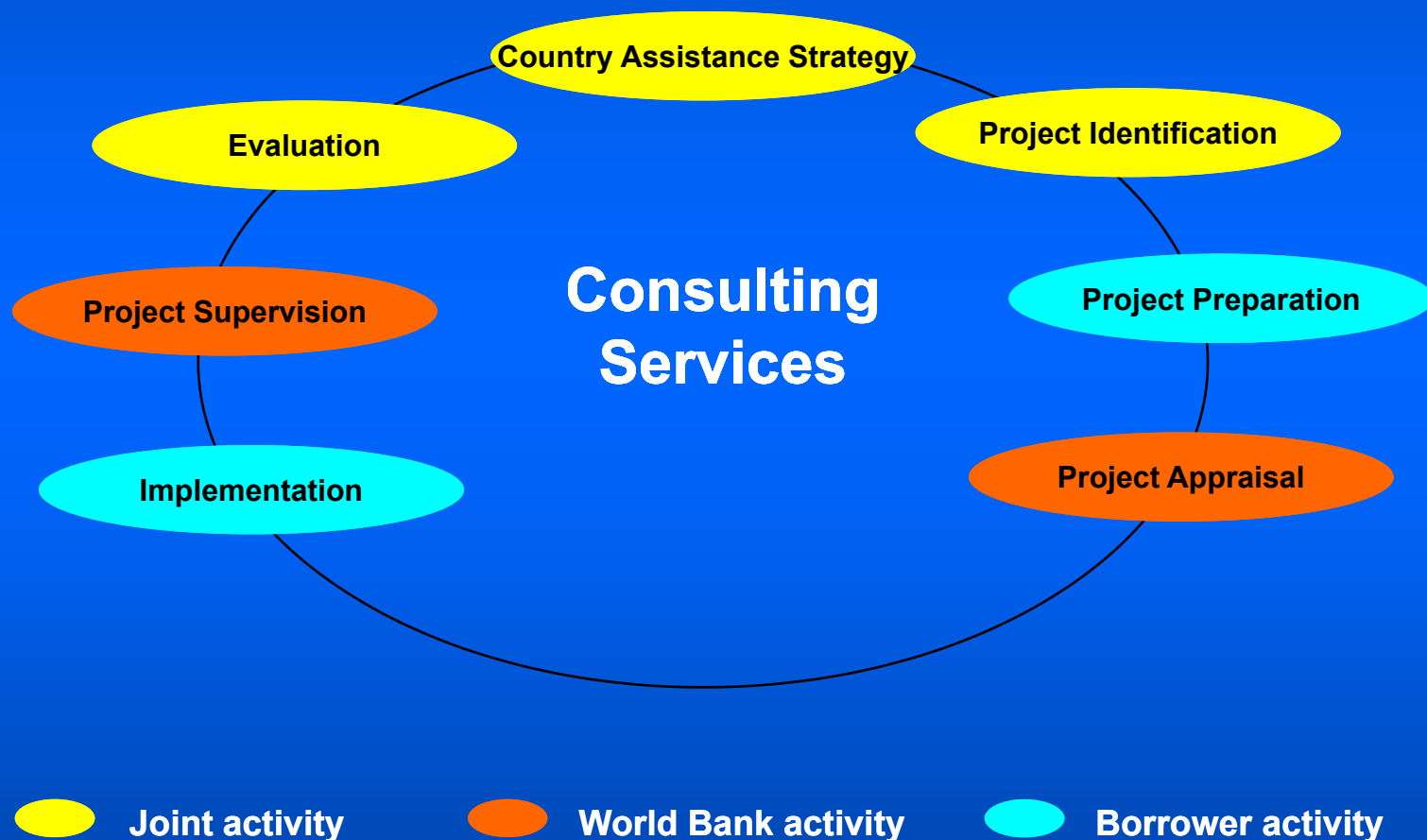


- ❑ **Business Opportunities in Bank-Funded Projects**

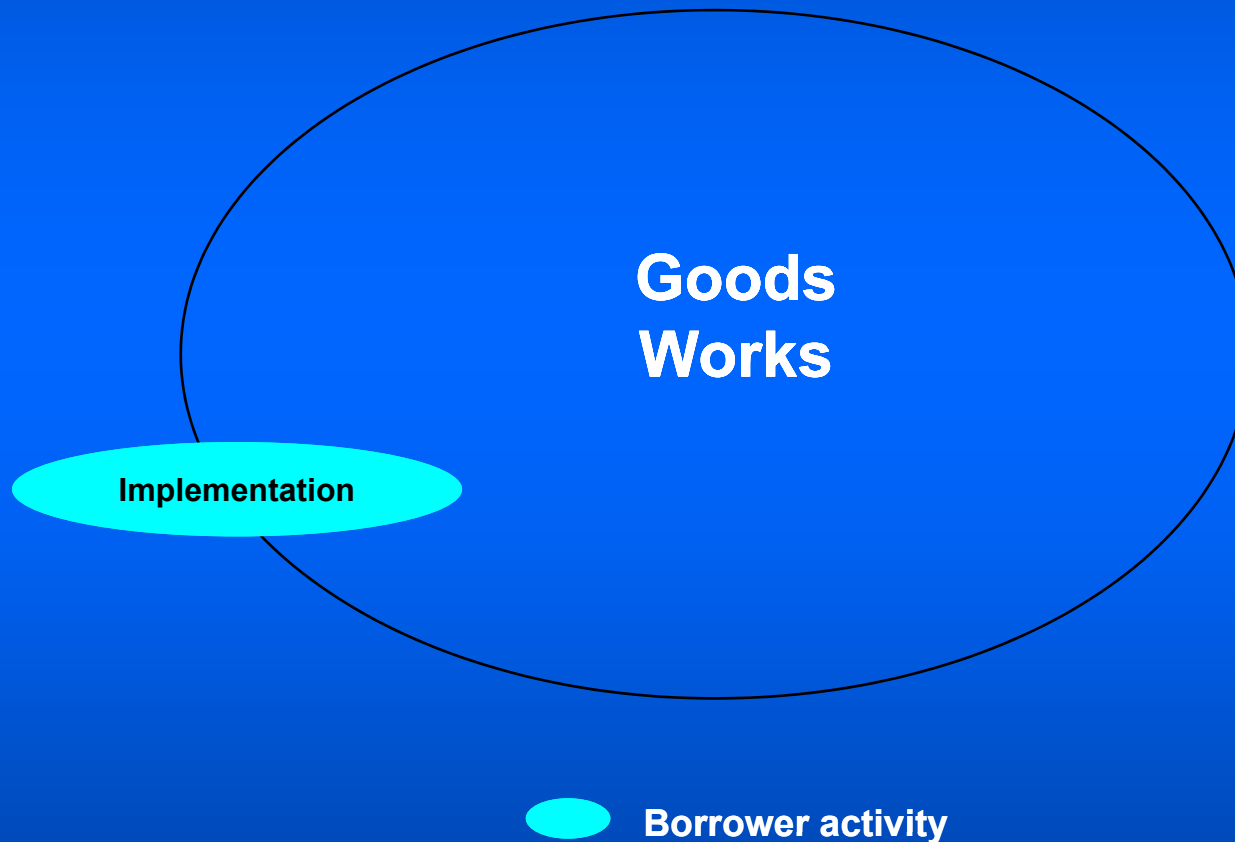
Business Opportunities in Bank-Funded Projects: Project Cycle



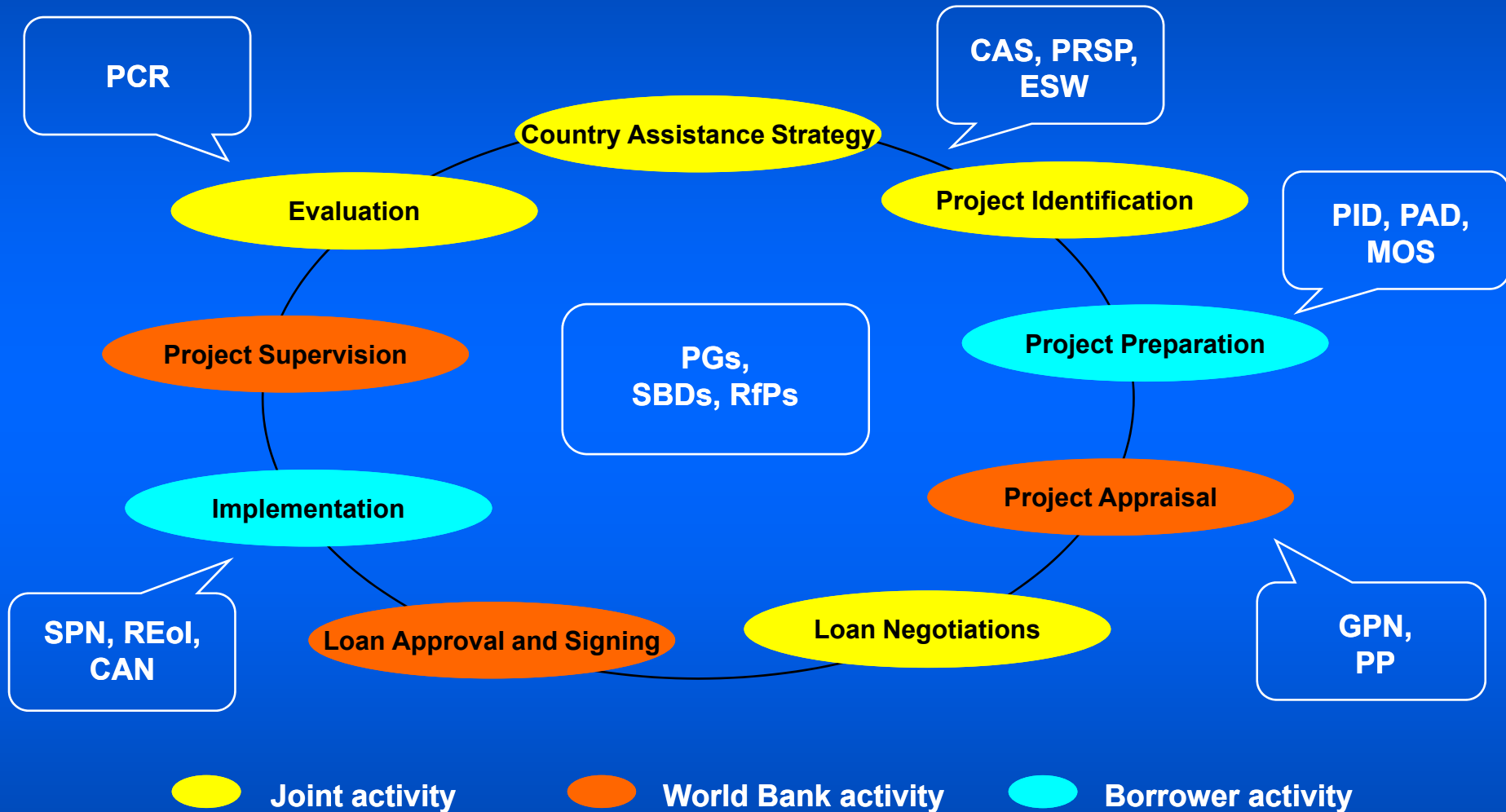
Business Opportunities in Bank-Funded Projects: Consulting Services



Business Opportunities in Bank-Funded Projects: Goods & Works



Stay Tuned Throughout Project Cycle



Where to Find Information

- ❑ Country Assistance Strategy (CAS)
- ❑ Poverty Reduction Strategy (PRSP)
- ❑ Sector Strategies (ESW)
- ❑ Project Information Document (PID)
- ❑ Project Appraisal Document (PAD)
- ❑ Procurement Plan (PP)
- ❑ Project Completion Report (PCR)

www-wds.worldbank.org

- ❑ General Procurement Notice (GPN)
- ❑ Specific Procurement Notice (SPN)
- ❑ Request for Expression of Interest (REOI)
- ❑ Contract Award Notice C(AN)

www.devbusiness.com

www.dgmarket.com

- ❑ Monthly Operational Summary (MOS)
- ❑ Procurement Guidelines (PGs)
- ❑ Standard Bidding Documents (SBDs)
- ❑ Request for Proposal (RfP)

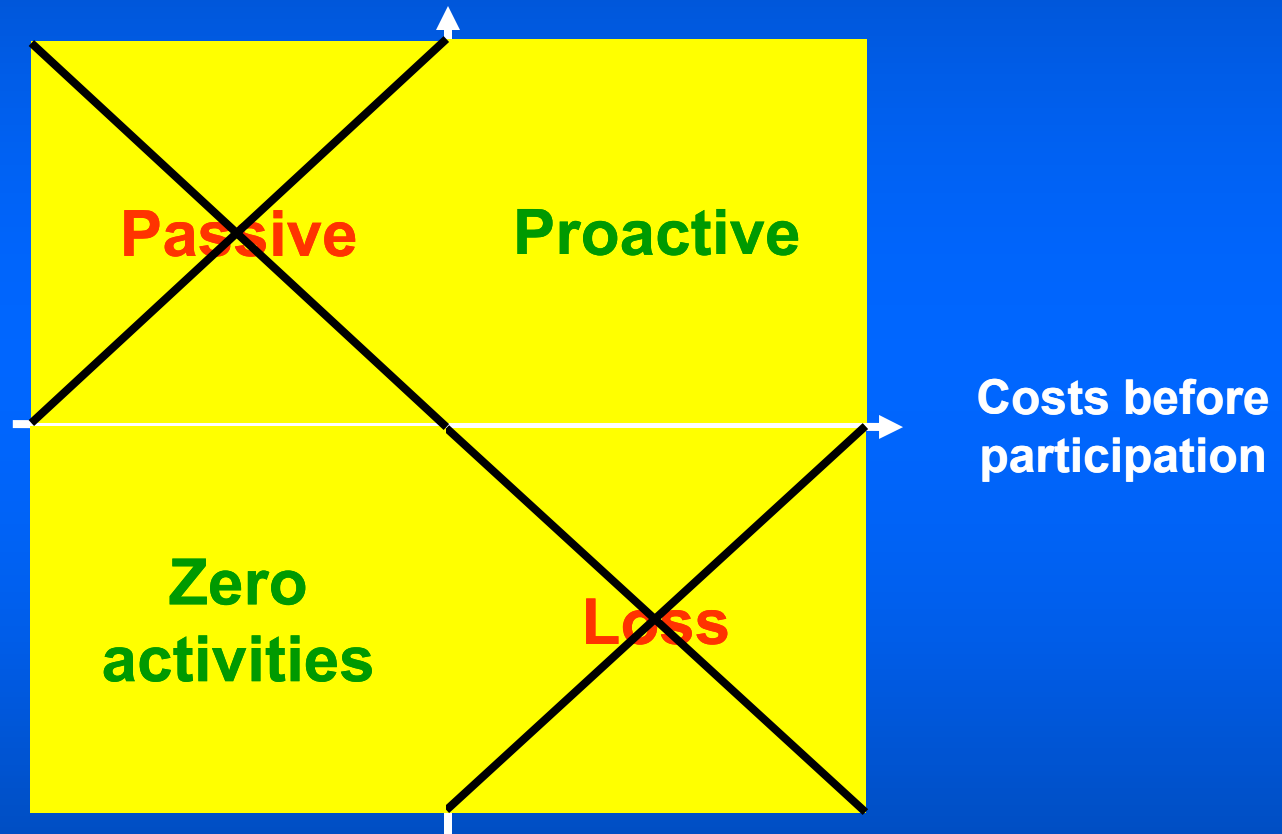
www.worldbank.org/procurement

Tips for Success

- Start early and have stamina;
- Make contacts in the country;
- Identify local partners;
- Solve the client's problem - don't impose your view;
- Respond precisely to requirements;
- Unclear? Ask upfront, do NOT guess or assume;
- Assess the competition - compete where YOU are competitive.

Decision Matrix

Participation in Bank-funded projects



Thank You!

Q & A

kleipold@worldbank.org